



*The Association of Operations Management:  
Advancing  
Productivity,  
Innovation, and  
Competitive  
Success*



## PDM Dinner Meeting

### –Fitting Your Supply Chain to Company Strategy–

Tuesday, March 21, 2006

Our Speaker: Robert Benson  
(See Bio on page 7)



Volume 21 Issue 9

With all the talk about supply chain these days, it is important to keep in mind that its ultimate effectiveness is governed by the degree of match with your company strategy.

In the end, it is your company strategy that ultimately determines the suitable operational processes of the supply chain. It is the right combination of various elements like product mix, outsourcing, cost structure, competitive environment, product maturity, logistics issues, volume-variety mix, technological content, etc that contributes to great customer service and ultimately company profitability.

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### Agenda

- 5:30 Registration
- 6:00 Dinner & Networking
- 7:00 Membership Meeting
- 7:10 Presentation

### Location

Hungry Hunter Steakhouse, 450 Bercut Dr, Sacramento. Please call (916) 650-8660, or email Ed Mercado at [edmercado@msn.com](mailto:edmercado@msn.com) and provide the attendee's name, company, telephone number, fax or email address. \$23.00 all attendees (includes dinner), \$5.00 for speaker only.

## Job Opportunity

The Franklin Career Group, Inc. is a national search firm specializing in IT and Professional Services ([www.franklincareers.com](http://www.franklincareers.com) <<http://www.franklincareers.com/>> ). One of their clients, a global power leader in the diesel engine market, has asked them to help find a Logistics Manager for its plant in Charleston, South Carolina.

Here's a brief overview of the job description and responsibilities:

The ideal candidate will have a BS/BA degree with 5+ years of Logistics Management experience. This individual should be well versed in Customs and International Freight responsibilities and a strong knowledge of Six Sigma concepts is preferred. Strong analytical skills and effective communication skills are key to the success of this position.

### Key Responsibilities

Customs Compliance  
Procedures documented  
Up-to-date with all legislation  
Knowledge of Customs Procedures within specific regions  
International  
Develop and maintain global communication process  
Develop and manage chosen Logistics partners both International and Domestic  
Work with Global Logistics Leader to roll out models, KPI's, and encourage use of Six Sigma statistical tools

### Logistics

Analysis and Report Total Logistics Costs  
Implement and maintain Premium Freight Process  
Measure / Improve Logistics Flows via KPI data  
Day to Day management of 3rd Party Logistics Service Providers  
Provide Information and data for business review process  
Assist Commodity Leaders as appropriate

### Shipping

Manage the shipping and loose piece packaging teams  
Export Procedures and Documentation (Audit and Improve)  
Import Procedures and Documentation (Audit and Improve)  
Assure shipping accuracy of product

The client offers competitive compensation, comprehensive health/medical benefits, relocation assistance, and an ongoing commitment to employee development.

If you would like to be considered for this opportunity, please send your resume to the below. If you are not interested but perhaps may know of someone, feel free to pass along this contact information to your colleagues:

Georgia Buckley  
Consulting Director  
The Franklin Career Group, Inc.  
[www.franklincareers.com](http://www.franklincareers.com)  
(321) 385-2157 office  
(321) 213-2378 cell  
[gbuckley@franklincareers.com](mailto:gbuckley@franklincareers.com)

## APICSacramento Calendar



### March, 2006

- 13 Board of Directors meeting
- 15 Webinar: Achieve Cycle Time Reduction  
2:00 pm EST, Presented by Mike Gozzo, CPIM, President, The Total Business Consulting Group, Inc., Level: Intermediate
- 21 Professional Development Meeting.
- 22 Webinar: The Secrets of Service Parts Forecasting  
2:00 pm EST, Presented by Gary Landis, ED.d., CFPI, CIRM, President G.A. Landis, Level: Intermediate

### April, 2006

- 4 Board of Directors meeting at the Lyon's at I-5 and Richards at 6:00pm.
- 12 Webinar: Sales and Operations Planning: The State of the Art  
2:00 pm EST, Presented by Thomas F. Wallace, President, T.F. Wallace & Company and Robert A. Stahl, President, R. A. Stahl Company  
Level: Intermediate
- 18 Professional Development Meeting.
- 22 Webinar: Cycle Counting: The Secret to Inventory Accuracy  
2:00 pm EST, Presented by Robert Collins, CFPI, CIRM, Principal, CSC Consulting, Inc., Level: Basic

# For Sale!



APICS  
Sacramento  
Denim Shirts  
\$25.00

Contact Melanie Hoots at [melanie\\_hoots@hp.com](mailto:melanie_hoots@hp.com) to purchase.

## Computer Based CPIM Exams

Computer based CPIM exams are offered by Promissor.

All of the info you will need to register for an APICS exam can be found at <http://www.promissor.com/>

- Select "Professional Certification Exams" under the "Find Test Information" section.
- Select the "APICS..." option.

Read the "Description of New Registration Process (pdf)".

It has all the info you should need including how to get dates, locations, cost, and registration process.

## Weber State University On-line APICS Certification Courses

SU Online is the virtual campus for Weber State University, delivering online courses via the World Wide Web. Five courses are offered in partnership with APICS:

- \* Basics of Supply Chain Management
- \* Master Planning of Resources
- \* Detail Scheduling and Planning
- \* Execution and Control of Operations
- \* Strategic Management of Resources

Exam review courses can be taken collectively for CPIM certification or taken separately to suit the needs of the company or individual. For more information, go to <http://www.wsuonline.weber.edu>. Remember to tell them you're a member of Sacramento APICS! ☀

## CIRM Courses Available On-Line

CIRM is a comprehensive educational program designed to help you understand the power of collaboration among organizational resources such as product development, marketing/sales, human resources, finance, and operations. The CIRM program enables you to effectively interact with cross-functional departments for more strategic decision making, enhanced collaboration, and improved productivity

On-line CIRM Courses are available at [www.epiweb.net](http://www.epiweb.net). Be sure to reference Sacramento APICS when registering.

## CPIM Courses Available On-Line

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

To register for your next CPIM exam, visit [www.asisvcs.com/publications/html/faq\\_apics.asp](http://www.asisvcs.com/publications/html/faq_apics.asp) or call Promissor Customer Care at 1-800-274-8399 or 610-617-5093.

# APICS Sacramento Company Coordinators

Our Company Coordinators serve as the principal communication links between the Sacramento Chapter of APICS and their companies and fellow employees. If you work for one of the companies listed below and need APICS Chapter information of any kind, please feel free to contact them.

If you do not see your company listed below, it is because *you* haven't volunteered. To become a coordinator, call Bill Lodholz (530/666-2493) or email at [lodholz@watts.com](mailto:lodholz@watts.com).

## **Aerojet**

Joe Kammerer  
(916) 355-3083  
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## **Agilent Technologies**

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## **Ames Company**

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## **Apple Computer**

Sandy Madruga  
[smadruga@apple.com](mailto:smadruga@apple.com)

## **Applied Aerospace Structures Corp.**

Tom Samborski  
(209) 983-3202  
[tsamborski@aascworld.com](mailto:tsamborski@aascworld.com)

## **Artesyn Solutions**

John Walsh  
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## **Baxter Planning Systems**

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## **Blue Rose Company**

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## **California State University Sacramento**

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## **CV Logistics**

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## **CSUS**

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## **Dade Behring**

Pat McCarty  
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## **Hubbert Booze**

Industrial Engineering Consultant  
[hbooze@attbi.com](mailto:hbooze@attbi.com)

## **Hewlett Packard**

Tom Leard  
(916) 748-8308  
[tom\\_leard@hp.com](mailto:tom_leard@hp.com)

## **Motion Control Engineering**

James Gines  
(916) 463-9354 Direct Line  
[jamesg@mceinc.com](mailto:jamesg@mceinc.com)

## **NEC**

Bill Myers  
(916) 786-3900 x 4666  
[Bill\\_Myers@necelam.com](mailto:Bill_Myers@necelam.com)

## **Output Technology Solutions**

John Sapp  
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[john\\_sapp@billing.com](mailto:john_sapp@billing.com)

## **Pasco Scientific**

Michael Reeve  
[reeve@pasco.com](mailto:reeve@pasco.com)

## **Sacramento Bee**

Stephanie Reid  
[loverofchristxx@aol.com](mailto:loverofchristxx@aol.com)

## **Solectron**

John Walsh  
(916) 434-4869  
[johnwalsh@sac.slr.com](mailto:johnwalsh@sac.slr.com)

## **Varian**

Chris Mathiot  
(916) 632-3456 x373  
[chris.mathiot@varianinc.com](mailto:chris.mathiot@varianinc.com)

## Notable Quotes

Always late: thus I make you the prisoner of my freedom.—Mason Cooley

A fool too late bewares when all the peril is past.—Queen Elizabeth I

Spring weather is life a child's face, changing three times a day.—Chinese proverb

## Check Out the APICS Career Center Online

Whether you are in the market for a job or just want to keep your options open, you'll want to search the APICS Career Center for available jobs, or to post your resume...the perfect fit could be waiting for you!

[http://www.apics.org/CareerCenter/careercenter\\_gateway.htm](http://www.apics.org/CareerCenter/careercenter_gateway.htm)

And don't forget that APICS is a great place to network with the employees of the region's leading employers. Not only can you mix, mingle, and network but you also receive valuable professional development information.

A job opportunity can be discovered anywhere, don't miss the chance to find one through your own local network

## APICSacramento Job Opportunities Notes



Are you seeking another job or career change? Don't forget to check out the APICS-Sacramento Job Opportunities located at <http://www.apicsacramento.com>. You can also find national job opportunities by checking out the national APICS web site located at <http://www.apics.org>.

There are also many companies, consultants, and career counselors who can assist with items such as: resume writing, cover letters, interviewing skills, negotiating skills, as well as personal goals and objectives. Check out the yellow pages under Career or Vocational for this type of assistance.

## Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your point, go to our web site [www.apicsacramento.com](http://www.apicsacramento.com) and scroll down to 'certification maintenance' and put "certification maintenance" in the subject. Don't delay! Once the deadline passes for you, you must earn additional points to regain your certification status.

### APICS Webinars

#### Get Tangled in Our Web of Education

APICS is pleased to announce the latest development in training and education—APICS Webinars. Each APICS Webinar lasts approximately 60 minutes and features educational discussions, case studies, and a Q&A period. All you need is an Internet connection and telephone to participate. Invite your colleagues to join you. As an added benefit, you will receive a CD-ROM of the presentation after the event.

#### Upcoming APICS Webinars

View a list of upcoming APICS Webinars topics and dates. Go to <http://apics.webex.com> for quick and easy access to the latest information on future topics, dates, and presenters.

#### Registration Information

To register for an APICS Webinar, visit and select Enroll.

#### Archived Events

Were you unable to participate in an APICS Webinar? Each APICS Webinar is archived and available for \$139 per viewing. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. The archived APICS Webinar begins at time of purchase.

**CPIM and CFPIM designees:** Earn one professional development point toward Certification Maintenance by participating in an APICS Webinar.



### APICS Sacramento Board Members

|                             |  |                  |  |
|-----------------------------|--|------------------|--|
| President                   | Bill Lodholz   | 530/666-2493     | <a href="mailto:lodholz@watts.com">lodholz@watts.com</a>                     |
| VP Education                | Melanie Hoots, CPIM  | 916/785-1186     | <a href="mailto:melanie_hoots@hp.com">melanie_hoots@hp.com</a>               |
| Asst. VP Education          | Herb Blake   |                  | <a href="mailto:blakeh@csus.edu">blakeh@csus.edu</a>                         |
| VP Membership               | Pat McCarty  | 916/374-3157     | <a href="mailto:Pat_McCarty@DadeBehring.com">Pat_McCarty@DadeBehring.com</a> |
| VP Marketing                | Ed Mercado, CPIM   | 209/727-5504 x13 | <a href="mailto:edmercado@msn.com">edmercado@msn.com</a>                     |
| Treasurer/Secretary         | Beverly Paul, CPIM   | 916/984-9554     | <a href="mailto:bpaul@apicsacramento.com">bpaul@apicsacramento.com</a>       |
| Director of Technology      | Randy Beck   | 916/788-2412     | <a href="mailto:rbeck@prideindustries.com">rbeck@prideindustries.com</a>     |
| VP Programs                 | Tim Knott  |                  | <a href="mailto:tknott@tescocontrols.com">tknott@tescocontrols.com</a>       |
| Newsletter Editor           | Alan Holst   | 530/666-2493     | <a href="mailto:holstam.watts.com">holstam.watts.com</a>                     |
| Company Coordinator Manager | Open   |                  |  |
| Director at Large           | Glen Lewis   | 209/342-1509     | <a href="mailto:glen.lewis@delmonte.com">glen.lewis@delmonte.com</a>         |
| Director at Large           | Brenda Marsh   | 916/447-8205     | <a href="mailto:brcben@juno.com">brcben@juno.com</a>                         |
| Passport Manager            | Open   |                  |  |
| CSU Chico Faculty           | Tom Wilder   |                  | <a href="mailto:twilder@csuchico.edu">twilder@csuchico.edu</a>               |
| CSUS Continuing Education   | Carla Vincent  | (916) 278-4524   | <a href="mailto:vincentc@csus.edu">vincentc@csus.edu</a>                     |
| APICS Society               |  | 800/444-APIC     | Web site: <a href="http://www.apics.org">www.apics.org</a>                   |
| Chapter Voice Mail:         | 916/650-8660   | Chapter Website: | <a href="http://www.apicsacramento.com">www.apicsacramento.com</a>           |
| Chapter mailing address:    | APICS Sacramento Chapter<br>PO Box 13249<br>Sacramento, CA 95813 |                  |  |

## Ask APICS Industry Hotline

When APICS members need reliable operations management information to help make business decisions, the Ask APICS Industry Hotline is available to assist with their research needs. The hotline is organized by APICS in conjunction with the Rochester Institute of Technology. Contact Ask APICS by phone at (585) 475-2098, by fax at (585) 475-5240, or by e-mail at [apics@rit.edu](mailto:apics@rit.edu). Hours of operation are Monday-Friday, 8:30 a.m. to 2:30 p.m. ET.

## Upcoming APICS Webinars

### The Secrets of Service Parts Forecasting

March 22, 2006; 2:00 pm EST  
Presented by Gary Landis,  
ED.d., CFPIM, CIRM,  
President, G.A. Landis  
Level: Intermediate



## Supply Chain Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. All courses are held at CSUS Campus, Sacramento. Please contact [ccebusiness@csus.edu](mailto:ccebusiness@csus.edu) or visit [www.cce.csus.edu](http://www.cce.csus.edu) for up-to-the-moment course schedules.

Now is the time for you to start working towards your certification in Supply Chain Management. Each the seven Supply Chain Management courses are offered once each year. Complete the seven required classes and the certificate is yours! Please call (916)278-4433 to register.

Current courses offered:

|   |
|---|
| <b><i>Logistics</i></b>                       |
| March 27 – April 10                           |
| Monday & Wednesday evenings, 5:30 – 8:45 p.m. |
| \$349*                      1.6 CEUs          |

\*APICS members receive a 10% discount

## Speaker’s Bio: Robert Benson

Our presenter, Mr Robert Benson has over thirty years of business, consulting and teaching experience. He has founded or co-founded four companies in the Industrial product, Medical product, Distribution and Supply Chain management, Contract Manufacturing and Enterprise Software areas. Lokring Corporation, which he co-founded in 1986, ranked 3 times on the Inc. 500 list of fastest growing privately held companies (#14 in 1993). iPower Nor-Cal, founded in 1998, provided Integrated Supply services to simplify the supply chain and reduce costs to both MRO and OEM customers. Engineered Solutions, which developed from the iPower Company in 2001, grew rapidly providing integrated, supply-chain management solutions to major OEMs of Medical, Semiconductor, and Biotech Systems equipment. Mr. Benson has a BSME degree with honors from Iowa State University, and an MBA with distinction from Harvard Business School.

## APICS Certifications Professional Advancement through Education

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management and enterprise resources management. On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company's internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company's value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

### CSCP/CPIM Educational Relationship

